

**LORAIN COUNTY ECONOMIC AND INDUSTRIAL
DEVELOPMENT CORPORATION**

Special Meeting

Minutes

Thursday, May 8th, 2025, 10:01 am

Roll Call: Marty Gallagher, David Moore, Craig Snodgrass, Tony Cillo, Cathy Schuster, Tony Gallo

Staff Present: Rob Duncan, Matt Schon

Dave Moore appointed Rob Duncan to run the meeting

Review of Minutes from Thursday, December 12th, 2024:

Motion to Approve: Auditor Snodgrass, second by Tony Gallo. No Discussion All Approved, Motion Passes.

Motion to appoint Ben Norton to replace Bruce Stevens as a Category II Member, Commissioner Moore Moved, Commissioner Gallagher 2nded, unanimous ayes, Motion Passes.

Motion to add Myles Bremke as a Category II Member, Craig Snodgrass moved, Commissioner Moore 2nded, unanimous ayes, Motion Passes.

Motion to create Loan Review Committee, Commissioner Moore moved, Commissioner Gallagher 2nded, unanimous ayes, Motion Passes.

No old Business

New Business – Stephanie Schultz with Waterford Bank NA, representing Onsite Holdings – They have a facility in Newark looking to expand into Elyria.

Typically, loans are not offered in Lorain or Elyria, however 51% of jobs created will be offered to LMI clients & 51% of people will be hired outside of Elyria to qualify for RLF.

\$300,008 available in RLF currently, the financials are in order and stronger than normal for this loan. The company needs to keep revenue on hand for operating expenses.

Cathy Schuster stated that Onsite holdings LLC will be purchasing On-Site Welding as the owner passed away and the family has no desire to continue operation of the business.

Onsite Holdings is subsidy of Armstrong Steel, will be contributing \$25,000 up front, \$250,000 requested from RLF at 3.75% over 5-year term.

Myles Bremke – Business's credit score is good, liquidity is good, could pay in cash; however, they need operating cash.

Cathy Schuster -4 additional employees will be hired in the 1st year, 2 additional in the 2nd year, 11 total employees will be added over the term of the loan.

Amy Hall gives loan Personal Guarantee.

Commissioner Moore – “How can we guarantee business will not pull 11 employees & equipment out of Elyria/Lorain County?”

Commissioner Gallagher – “Term of Loan? The equipment value after 5 years will drop significantly.”

Cathy Schuster – The equipment being purchased dates back to 2015 from original property owner.

Commissioner Moore – Bank Type – Waterford

Commissioner Gallagher – Estimated Profit?

Myles Bremke - \$1.5 million/year, currently have \$800,000 on hand.

Commissioner Gallagher – What is the total cost? Only \$505,000 why not more?

Myles Bremke – Loan Term is great at 3.75% better than typical public loan term and allows the company to keep operating revenue on hand.

Commissioner Moore – After this loan is given, only \$100,000 will be left in the RLF?

Rob Duncan – Using the RLF will allow more funds to be added in the future

Dave Greenspan – An additional 2 million has been requested from the State, next closes out in 2 years.

Myles Bremke – 20% will be paid back into the RLF after the 1st year of new business operation.

Dave Greenspan – 50,000 will be left, we can always request more from the State if we are utilizing the funds we have on hand.

Commissioner Riddell joins meeting

Commissioner Gallagher motioned to approve moving forward with resolution to grant loan to Onsight Holdings in the amount of \$250,000, Tony Gallo seconded, roll call vote, unanimous ayes, Motion Passes.

Rob Duncan – Entertained motion to adjourn meeting, Commissioner Riddell motioned, Commissioner Gallagher 2nded, Motion Passes, meeting adjourned at 10:18am.